

100

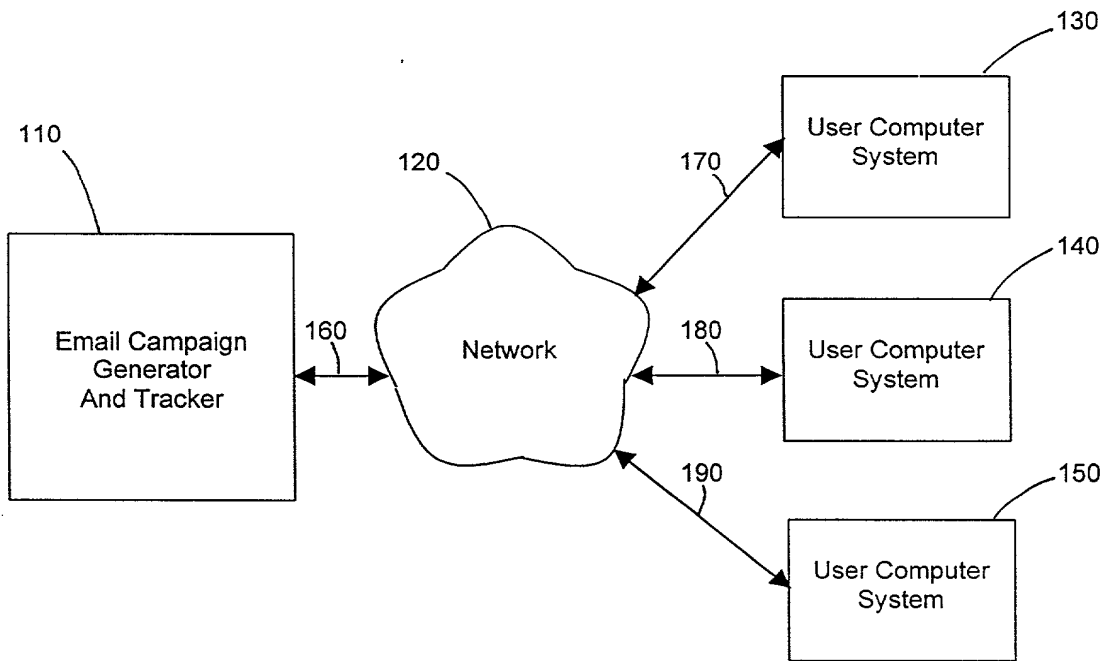


FIG. 1

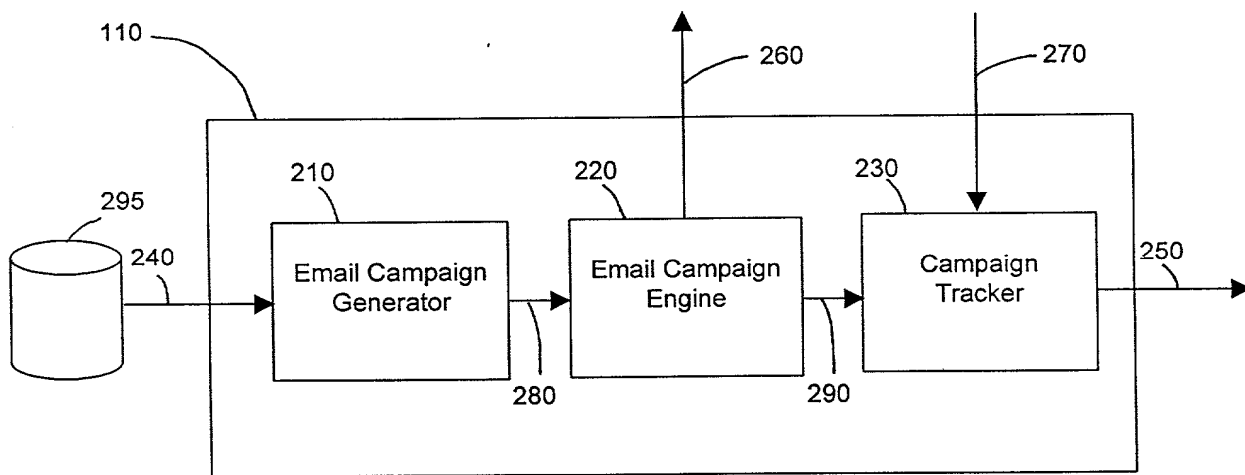


FIG. 2

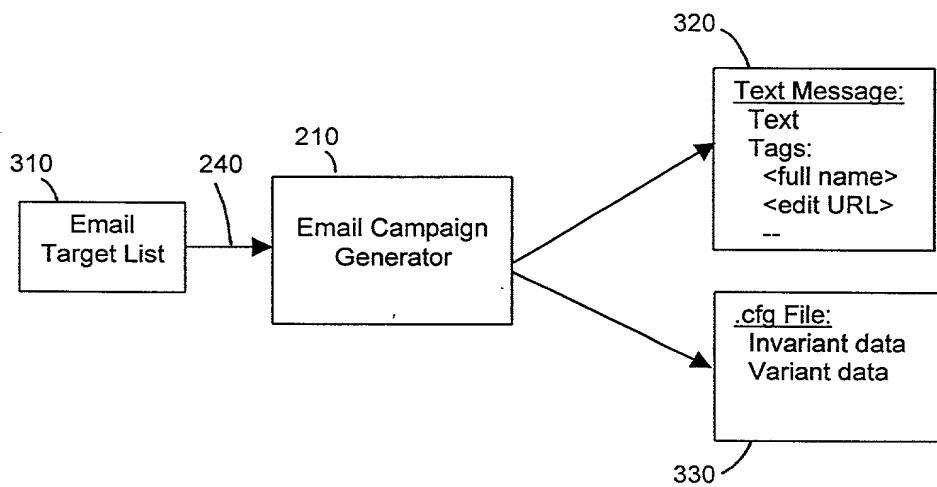


FIG. 3A

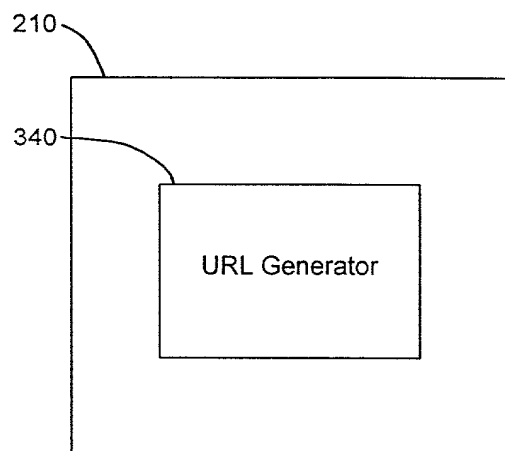


FIG. 3B

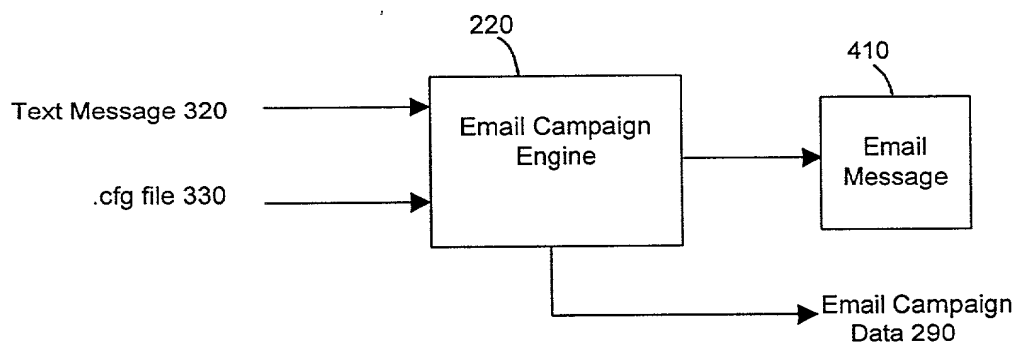


FIG. 4

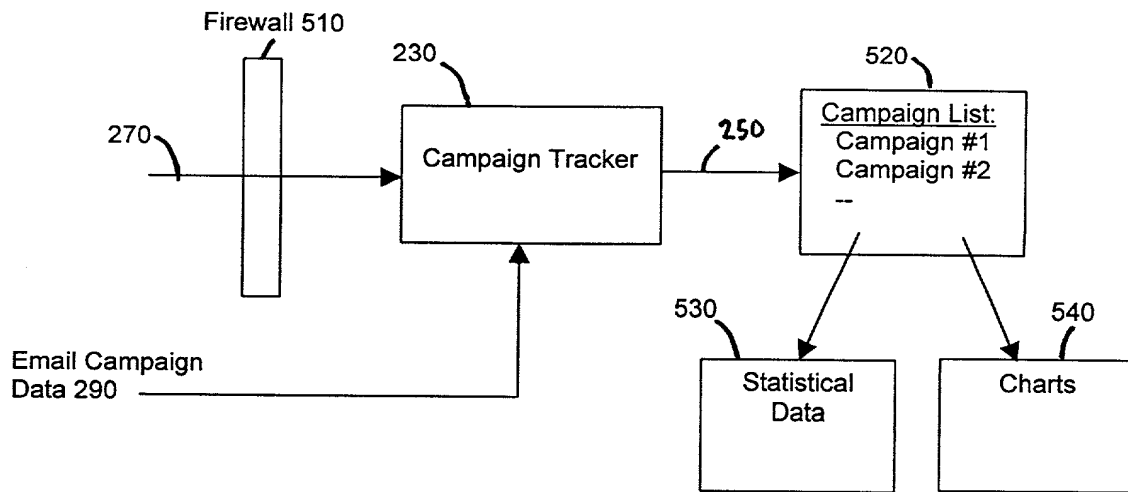


FIG. 5

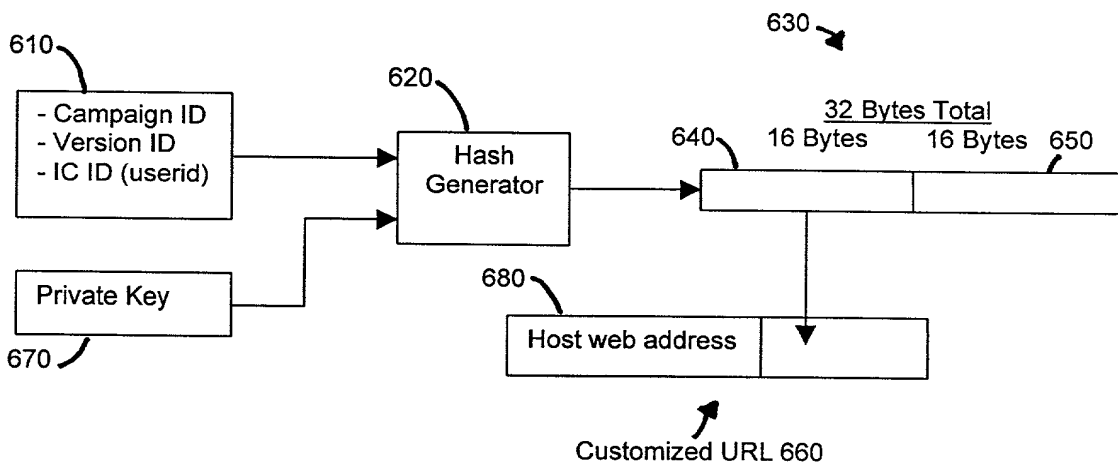


FIG. 6

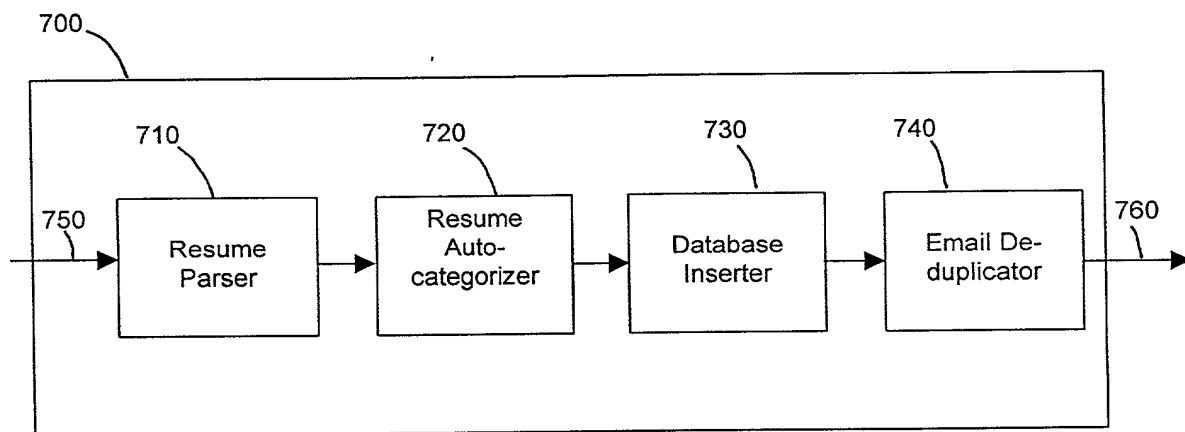


FIG. 7

[Intranet Home](#)  
[Email Statistics Home](#)

## Email Campaign History 800

Campaign 802	Hits 804	Subject 806	Date Generated 808	Message Text 812	Demographics 814
<u>31 1</u>	4.56%	We found your resume (w/name) Pt. 2	2000-03-03 17:05:00	<a href="#">ICSolicitation031.01.txt</a>	<a href="#">Chart</a>
<u>31 11</u>	2.10%	We found your resume (follow-up to 31.1)	2000-03-14 13:46:00	<a href="#">ICSolicitation031.011.txt</a>	<a href="#">Chart</a>
<u>30 1</u>	20.00%	We found your resume (w/name) pt. 1	2000-03-03 16:13:00	<a href="#">ICSolicitation030.01.txt</a>	<a href="#">Chart</a>
<u>29 1</u>	24.00%	We found your resume (w/name)	2000-02-14 16:31:00	<a href="#">ICSolicitation029.01.txt</a>	<a href="#">Chart</a>
<u>29 11</u>	2.56%	We found your resume (w/name: follow-up #1 to 29.1)	2000-02-23 16:02:00	<a href="#">ICSolicitation029.011.txt</a>	<a href="#">Chart</a>
<u>28 1</u>	14.00%	We found your resume	2000-01-28 18:25:00	<a href="#">ICSolicitation028.01.txt</a>	<a href="#">Chart</a>
<u>28 11</u>	16.09%	We found your resume (follow-up #1 to 28.1)	2000-02-04 18:55:00	<a href="#">ICSolicitation028.011.txt</a>	<a href="#">Chart</a>
<u>27 1</u>	17.00%	We found your resume	2000-01-25 19:39:00	<a href="#">ICSolicitation027.01.txt</a>	<a href="#">Chart</a>
<u>27 2</u>	14.00%	We found your resume	2000-01-28 18:22:00	<a href="#">ICSolicitation027.02.txt</a>	<a href="#">Chart</a>
<u>27 11</u>	11.90%	We found your resume (follow-up #1 to 27.1)	2000-02-04 18:54:00	<a href="#">ICSolicitation027.011.txt</a>	<a href="#">Chart</a>
<u>27 21</u>	9.20%	We found your resume (follow-up #1 to 27.2)	2000-02-04 18:55:00	<a href="#">ICSolicitation027.021.txt</a>	<a href="#">Chart</a>
<u>11 1</u>	31.91%	We found your resume	1999-10-19 18:24:00	<a href="#">ICSolicitation011.01.txt</a>	<a href="#">Chart</a>
<u>11 2</u>	17.20%	We found your resume	1999-10-22 16:05:00	<a href="#">ICSolicitation011.02.txt</a>	<a href="#">Chart</a>

FIG. 8A

[Intranet Home](#)  
[Email Statistics Home](#)

## Email Campaign Summary <sup>810</sup>

We found your resume (w/name) Pt. 2

Email(s) Sent in this Campaign: 900

Email(s) that Bounced: 0 (0%)

Successful Visits: 41 (4.56%)

Delete Requests: 0 (0.00%)

[Further Details...](#)

### Category Breakdown

IT - OTHER	13 (31.71%)
OTHER	10 (24.39%)
ADMINISTRATIVE	5 (12.20%)
ARCHITECT /ENGINEERING	3 (7.32%)
EXECUTIVE /MANAGEMENT	3 (7.32%)
MARKETING /ADVERTISING /PR	2 (4.88%)
FINANCE /ACCOUNTING	2 (4.88%)
SALES /BUSINESS DEVELOPMENT	1 (2.44%)
LEGAL /LAW	1 (2.44%)
CUSTOMER SERVICE /CALL CENTER	1 (2.44%)

### State Breakdown

CA	(45.12%)
TX	(23.45%)
DC	(12.01%)
WA	(7.93%)
OR	(2.32%)
NY	(2.12%)
NJ	(2.07%)
MA	(1.97%)

FIG. 8B



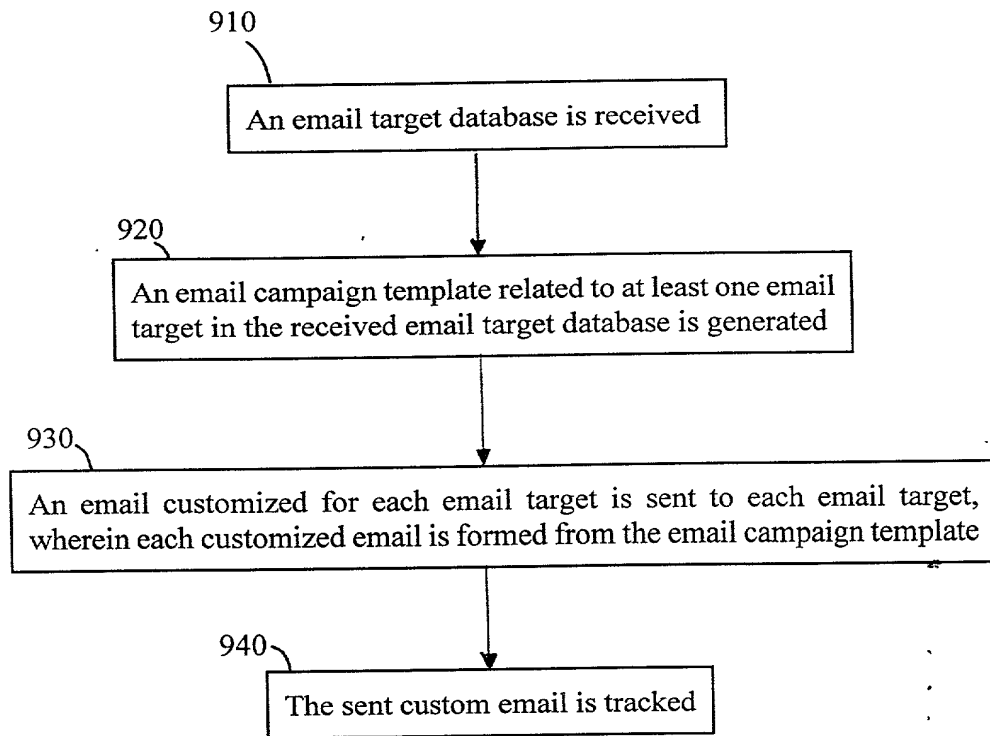


FIG. 9

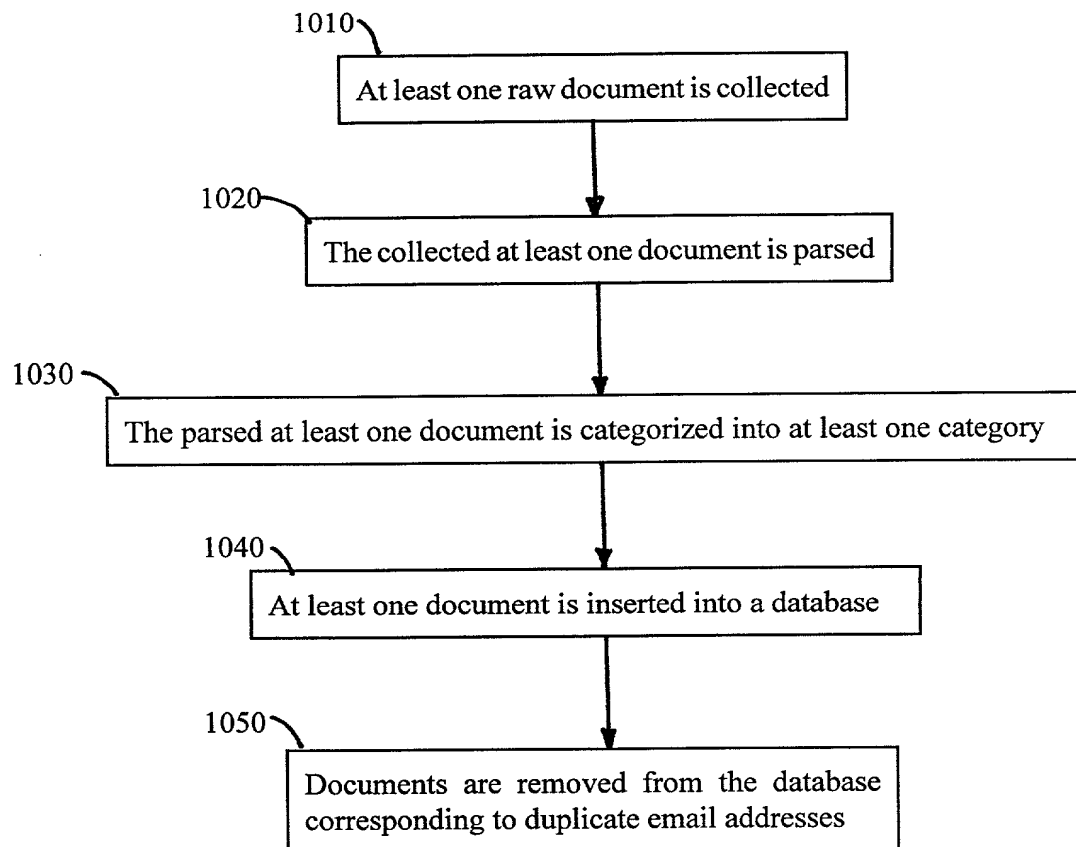


FIG. 10

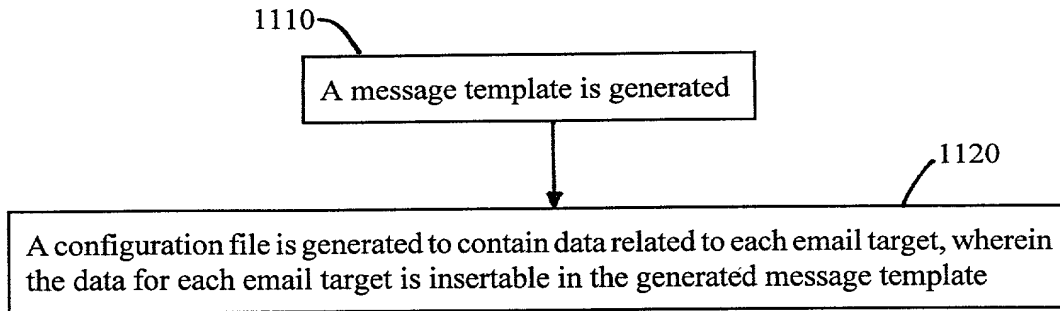


FIG. 11A

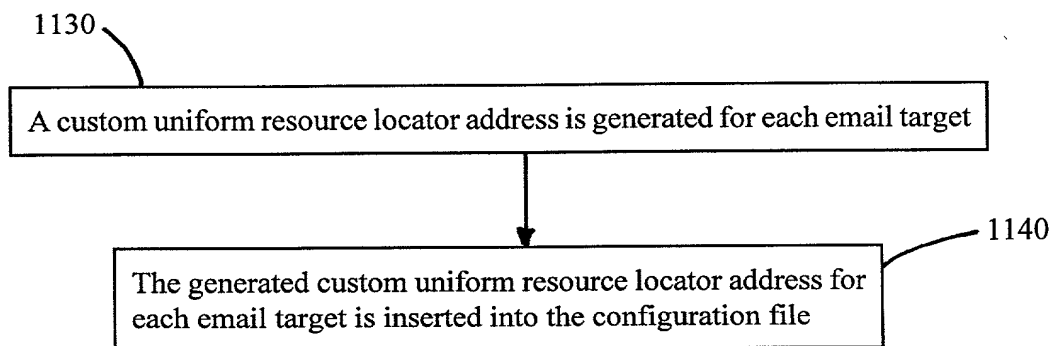


FIG. 11B

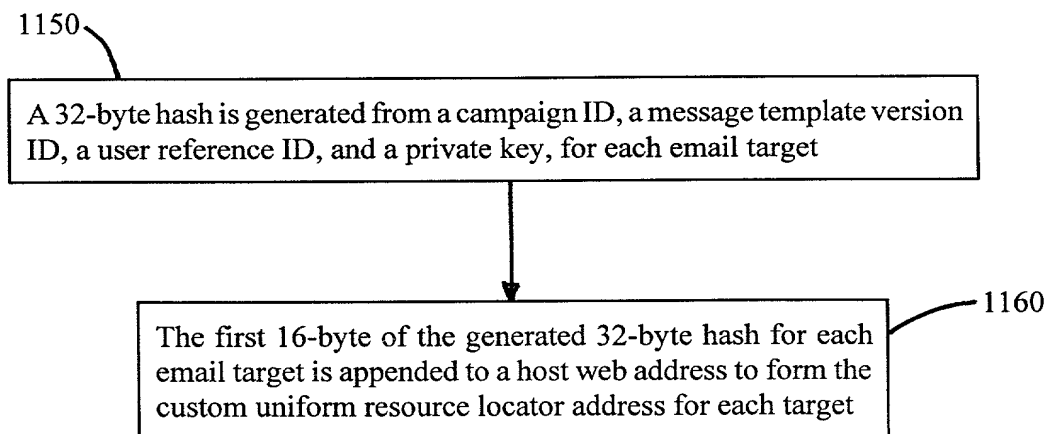


FIG. 11C

Figure 12: A diagram illustrating a network architecture centered around the Internet 1200. The central cloud is labeled "INTERNET 1200". Various entities and devices are connected to this central hub via bidirectional arrows. The entities include: BUSINESS (represented by a computer monitor and a server rack), FINANCIAL (represented by a classical building), CONTENT SERVER (represented by a computer monitor and a server rack), GOVERNMENT (represented by a classical building), UNIVERSITY (represented by a classical building), PAGING (represented by a cloud labeled "Paging"), CELLULAR (represented by a cloud labeled "Cellular"), CABLE TV (represented by a cloud labeled "Cable TV"), PHONE (represented by a cloud labeled "Phone"), and HOME (represented by a house). Additionally, there are several peripheral devices and networks: a LAN (represented by a computer monitor and a server rack), a POCKET ORGANIZER (represented by a handheld device), a PDA (represented by a handheld device), a PC (represented by a computer monitor and a server rack), and a MODEM (represented by a device with multiple ports). The diagram also shows a stack of disks labeled "MULTIMEDIA", "VIDEO", "INFORMATION", and "AUDIO" connected to the CONTENT SERVER. The diagram is labeled "FIG. 12" in the bottom right corner.

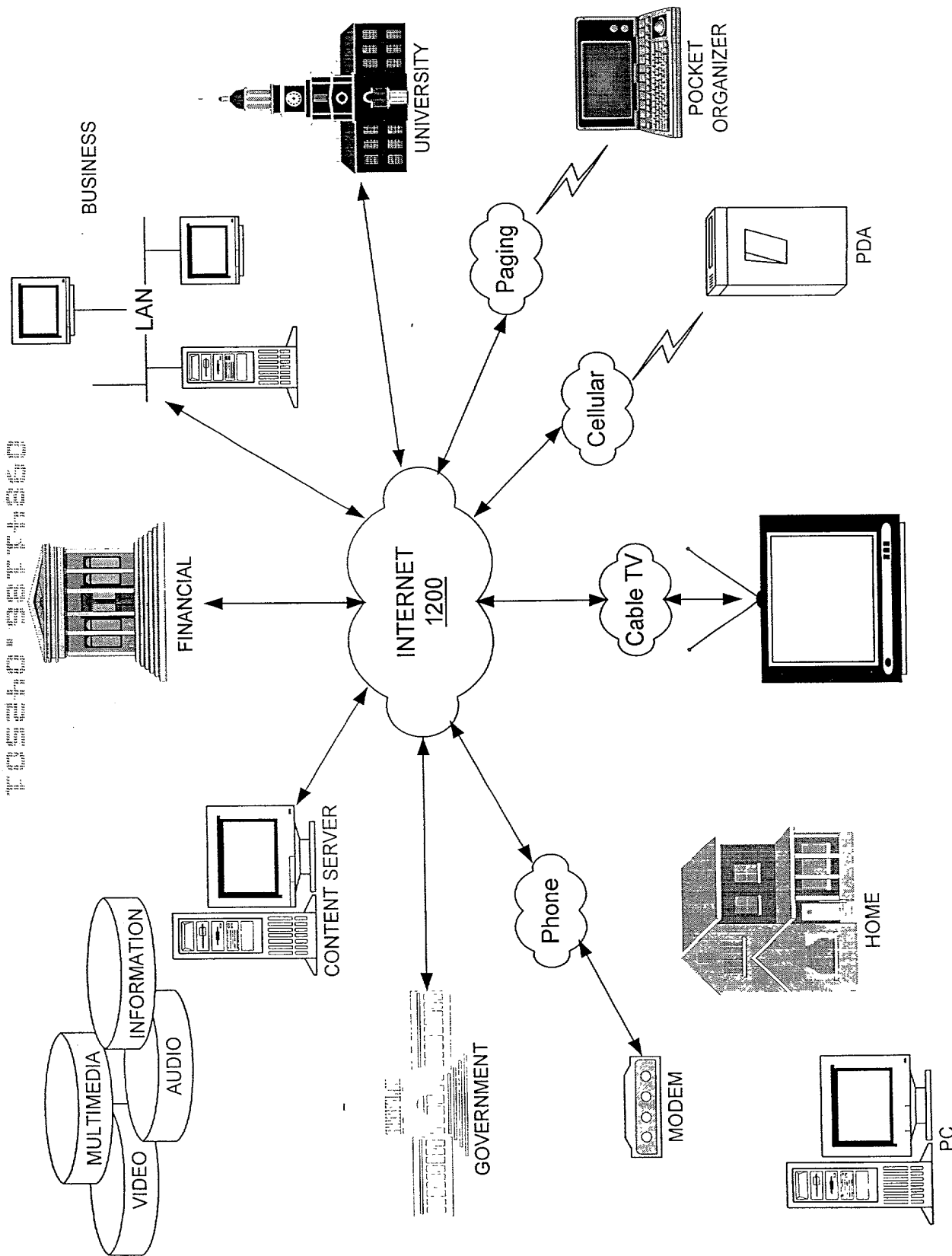


FIG. 12

0002-07.vsd/2

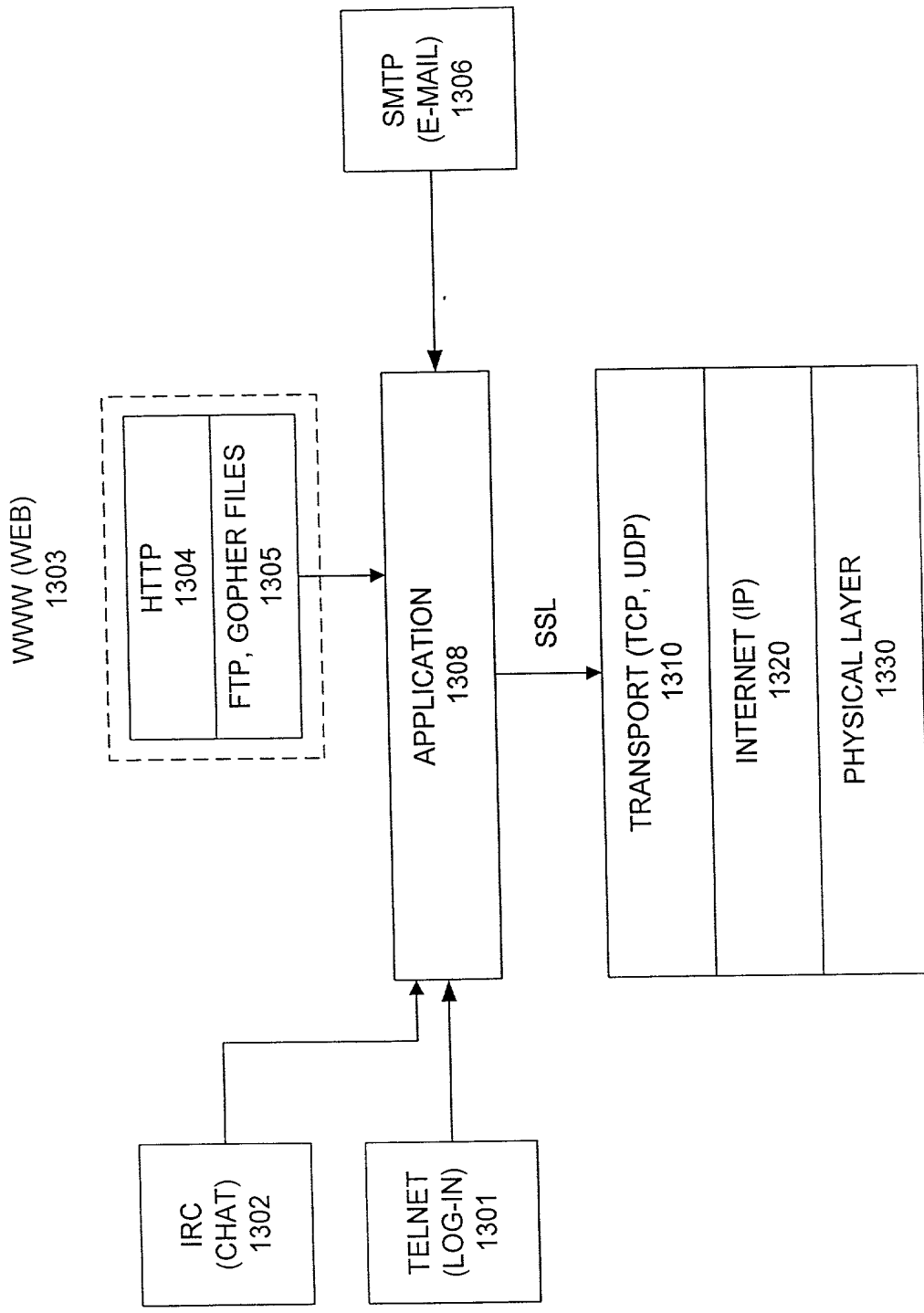
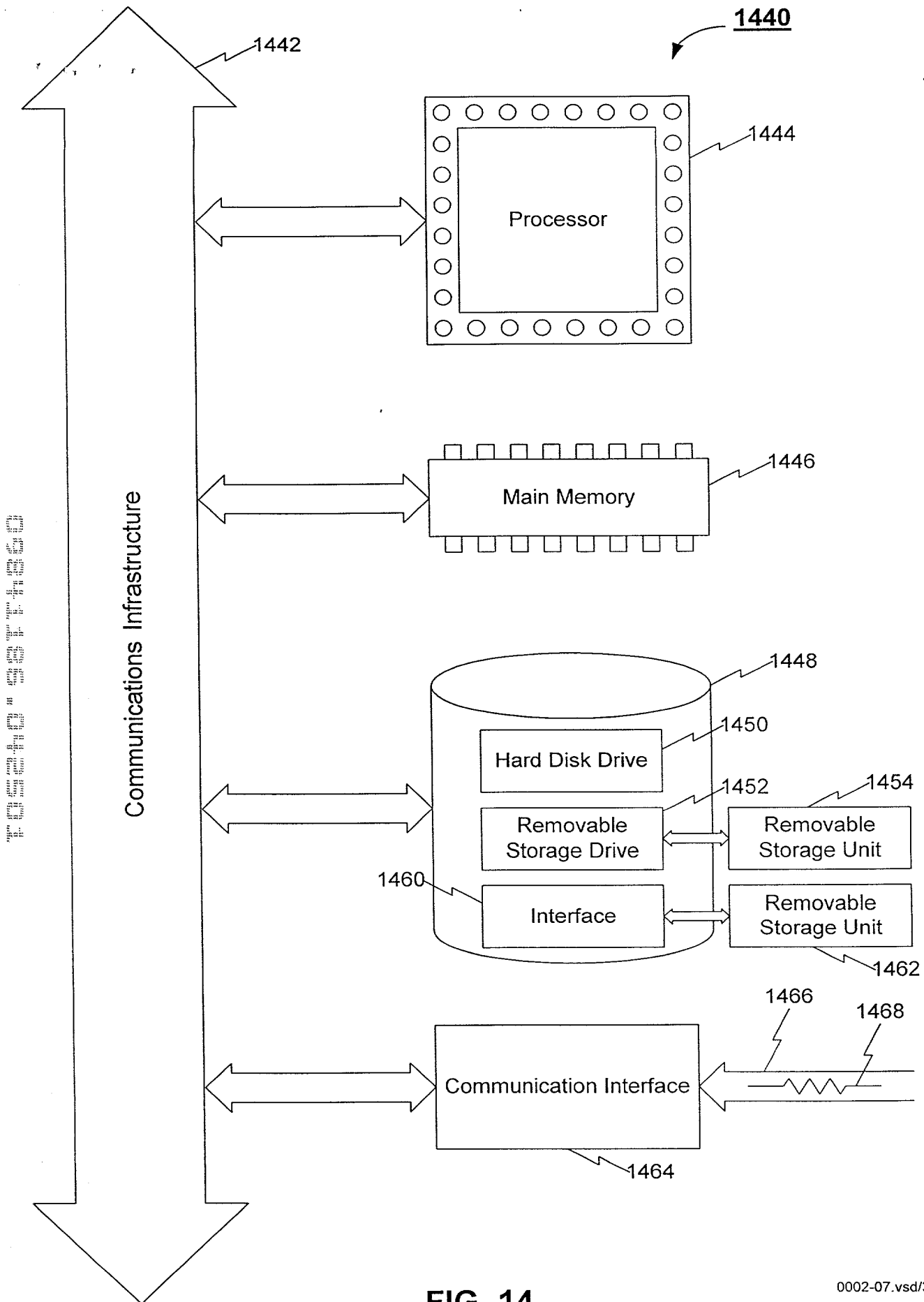


FIG. 13



**FIG. 14**